

Message Text

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44

ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 XMB-04 /022 R

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APPROVED BY -B/OCA/CM/LKLIEFORTH

COMM/BIC/OED/SIPS/SSLEON

COMM/BIC/OED/OBOD/RECOHEN

STATE/NEA/INS/ROBER

EXIM BANK/BABDESLEM (INFO)

----- 051607

R 191617Z AUG 76

FM SECSTATE WASHDC

TO AMCONSUL BOMBAY

INFO AMEMBASSY NEW DELHI

UNCLAS STATE 206290

E.O. 11652: NA

TAGS: BEXP, IN

SUBJECT: PRODUCT OPPORTUNITY - SIX GAS TURBINES FOR MSEB

REF.: BOMBAY 1527

1. MAJOR U.S. SUPPLIER SEEKS COMPETITIVE INFORMATION TO DETERMINE RISK FACTORS BEFORE EXPENDING CONSIDERABLE COST EFFORT IN BID PRESENTATION: A) CONSIDERING NEED FOR FOREIGN EXCHANGE FINANCING, WOULD EXISTING TRADE AGREEMENTS E.G. WITH HUNGARY, PRECLUDE NORMAL FINANCIAL EXCHANGE? B) OTHERWISE, WHAT LOAN PAYBACK SCHEDULE AND RATES CAN BE EXPECTED FROM COMPETING NATIONS. C) IDENTIFY WHO HAVE QUOTED OR ARE EXPECTED TO QUOTE. GIVE MANUFACTURERS NAME, MODEL NUMBER AND DELIVERY TIME FROM THIRD COUNTRY. D) IS SUBMISSION OF MANUFACTURERS LITERATURE GENERAL COST DATA AND DELIVERY SCHEDULE SUFFICIENT FOR PRE-QUALIFICATION?

2. CORRESPONDENCE WITH MSEB REVEALS EXPECTED START UP END OF 1977 BUT DEPENDS ON PROJECT CLEARANCE BY GOI. POST COM-
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MENTS REQUESTED ON TIMING.

3. STRATEGIC INDUSTRIAL PRODUCT SALES GROUP (SIPS/USDOC)
WILL DISSEMINATE INFORMATION POST OBTAINS TO U.S. BIDDERS.
ROBINSON

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 19 AUG 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE206290
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/SIPS/FECROSLEY/DJH
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760318-0846
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760837/aaaabgdl.tel
Line Count: 65
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 BOMBAY 1527
Review Action: RELEASED, APPROVED
Review Authority: CunninFX
Review Comment: n/a
Review Content Flags:
Review Date: 01 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <01 APR 2004 by ReddocGW>; APPROVED <18 JAN 2005 by CunninFX>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRODUCT OPPORTUNITY - SIX GAS TURBINES FOR MSEB ---
TAGS: BEXP, IN
To: BOMBAY
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006